POINT
P.O. Box 428
Sausalito, Ca 94965

Point Meeting
1/8/81, 2 pm, at CQ offices
Attending: Stewart Brand, Andrea Sharp, Michael Phillips, Richard Baker, and Paul Hawken

Meeting convened to discuss the possible ways that future income from sales of the NEXT WHOLE EARTH CATALOG can be best used. The choices as given by SB were to "invest, spend or give away".

SB referred to the "Then Destination" paper in the SEVEN LAWS OF MONEY as a guideline. What can be done to follow the "maxiumum good, minimum effort" idea as a basis for investment.

Other ideas raised by SB: What skills make you useful.
How things "seep" through a culture.
Example of the latter given by Baker as the Zen Center grocery store being much more effective in community relations than the Neighborhood Foundation ever was.

The general concensus was the use the money in such a way as to sustain POINT, and the CoEvolution Quarterly, and not to grant POINT out of existance, which was more the previous philosophy when there were funds from the LAST CATALOG.

It was decided to have a 5 person board, with 4 voting members and one "guest" who might sit in for 1 meeting or many meetings.
The 4 baard members are Brand, Phillips, Baker and Hawken.

Also discussed:

A possible CQ production in England at Darlington Hall. The summer 1981 production being the most likely choise.

The possibility of giving the CQ staff bonus checks instead of or in addition to a cost of living increase in their hourly wage. Baker mentioned the Zen Center method (based on Japanese custom) of doing this and Andrea will check further into their procedure.

Baker reported on the new Household Store, which is doing really well so far, in both walk-in and mail-order business.

It was decided to try and meet with Larry Klein to go over any requirements regarding investing and granting that POINT might need to adhere to to secure its non-profit status. The board members want to know what they can and can't do in case it is decided to invest the revenues from the CATALOG.

Andrea gave a report on the projected income from CATALOG sales. SB suggested breaking the capital into portions for each member and having them divide each of their portions into two parts, one speculative and one secure, and having them "race" their investments and compare the results at the end of a year.

Andrea will not be on the board, but may need to have power of signature for performing daily book-keeping tasks. Check with Larry on this.

Next meeting set for Tue. 1/13 at 4 pm.

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(2) Point meeting 1/8/81

Andrea will set-up meeting with Larry, contact Zen Center about the bonus, and check cost-of-living rate to help determine wage increase for CQ staff.

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meeting will Larry set for 1/21 at 2 pm here.

Zen Center method of bonus relates to the two types of employees they have, one being on a straight wage and one being a scholarship stipend. Also, their payments are based on whether the person is living and working in the city, Green Gulch or Tassajara. Their system is not truly relevant to our situation.

Consumer price index for Oct.79-80 has gone up by 12.6%. That is a $1.04 increase on the CQ $8.25 wage scale. There are 13 full-time employees now, working an average of 1784 hours a year or $14717.00 gross. The $1.04 increase would cost an additional $1855.36 per year, or $35.68 a week. These salaries are larger than usual since they include CATALOG hours for about half those people.